

Message Text

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SUBJ: FOREIGN BUYER PROGRAM: VISIT OF IRI GROUP

REF: A. 76 ROME 18836, B 76 STATE 270631 AND PREVIOUS

1. LONG PLANNED IRI-SPONSORED VISIT TO US WILL FINALLY COME TO
FCUITON WEEK OF FEBRUARY 13-17. THIS VISIT, FIRST SUGGESTED
REFTELS, HAS BOILED DOWN TO THREE PERSONS WHO ARE PREPARED TO
SERIOUSLY DISCUSS AND EXPLORE US-ITALIAN TECHNICAL AND COMMERCIAL
COOPERATION IN FIELD OF JOINT VENTURES, SUB-CONTRACTS IN MIDDLE
EAST AND AFRICA. SECTORS CONCERNED ARE CIVIL ENGINEERING
FIELD, CONSTRUCTION PROJECTS.

2. IRI IS LARGEST STATE-HOLDING GROUP IN ITALY WITH OVER 150
MANUFACTURING AND SERVICE INDUSTRIES AND A TURNOVER OF DOLS 7
BILLION. GROUP WOULD BE HEADED BY IRI REP AND TWO EXECUTIVES
OF OPERATING COMPANIES, WHICH IN TURN BELONG TO IRI SUBGROUP
FINMECCANICA--MAJOR ENGINEERING FINANCIAL GROUP IN ITALY.
OPERATING COMPANIES REPRESENTED ARE MONTUBI, WHICH CONCENTRATES
ON PIPELINE CONSTRUCTION AND RELATED PROJECTS, AND ANSALDO
MECCANICO NUCLEARE (AMN), WHICH IS MAJOR ENGINEERING COMPANY
AND GENERAL CONTRACTOR FOR SUPPLY OF POWER PLANTS ON TURN-KEY
BASIS. BOTH COMPANIES HAVE EQUIPMENT AND PERSONNEL "IN PLACE"

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IN COUNTRIES SUCH AS SAUDI ARABIA, NIGERIA, AND KENYA.

3. PARTY WOULD CONSIST OF DRM SERGIO TALACCHI, HEAD OF IRI
REPRESENTATION OFFICE BRUSSELS; ING. PHILIP L. CARINA, NAMAGING
DIRECTOR MONTUBI; AND MR. RUGGERO RUGALLI, VICE PRESIDENT OF AMN.
CARINA'S INTEREST IS PRINCIPALLY IN MEETING WITH OIL COMPANIES,
WHILE RUGALLI'S IS THAT OF ENGINEERING COMPANIES AS SET FORTH

BELOW, BUT THREE EXECUTIVES WOULD TRAVEL AS A GROUP FOR ALL VISITS. PARTY WOULD LIKE APPOINTMENTS WITH MAJOR ENGINEERING COMPANIES SUCH AS BROWN AND ROOT, FLUOR, BECHTEL, PARSONS, AND LOOMIS, AS WELL AS WITH THE US ARMY CORPS OF ENGINEERS IN VIRGINIA. RE OIL COMPANIES, THEY SUGGEST CONTACTS AT LEVEL OF VICE PRESIDENT FOR NEAR EAST OR INTERNATIONAL DIRECTOR, WITH COMPANIES SUCH AS EXXON NEW JERSEY, ARAMCO HOUSTON, MOBIL NEW YORK, AMOCO CHICAGO, AND TEXACO NEW YORK. CARIMA ACQUAINTED WITH SEVERAL VP'S FOR INTERNATIONAL DIVISIONS THESE COMPANIES, WHICH MAY HELP APPOINTMENT PROCESS.

4. GROUP IS PLANNING VISIT WEEK OF FEBRUARY 13-18 AND IS AMENABLE TO ANY SCHEDULE USDOC CAN SET UP CONSIDERING FOREGOING LIST OF DESIRED CONTACTS. THEY PLAN ARRIVE NEW YORK FEB 12, ARE RESERVING WEEK OF 13-18 FOR APPOINTMENTS AND WILL CHECK IN WITH NY FIELD OFFICE ON ARRIVAL. ALL THREE SPEAK ENGLISH.

5. THIS IS IMPORTANT VISIT WITH SIGNIFICANT POTENTIAL FOR US EXPORT. EMBASSY HOPES THAT EVERY POSSIBLE ASSISTANCE WILL BE EXTENDED. GARDNER

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